

What's at Stake for New England?

From Connecticut to Maine, New England produces agricultural, fish, and wood products that are exported worldwide. In 1997, the region's total cash receipts from farming reached \$2.3 billion. Data for 1996 indicate that wood product shipments totaled \$2.8 billion, and commercial fish landings were estimated at \$564 million. These industries are important to New England's economy. They create jobs on farms, in mills, and at ports, and also support jobs in related sectors, such as food processing, transportation, and manufacturing.

The region's agricultural exports were estimated at \$180 million in 1997. The top five exports are tobacco leaf, vegetables and preparations, dairy products, fruits and preparations, and poultry products.

Agricultural exports by state in 1997 were:

Connecticut -- \$80 million

Massachusetts -- \$48 million

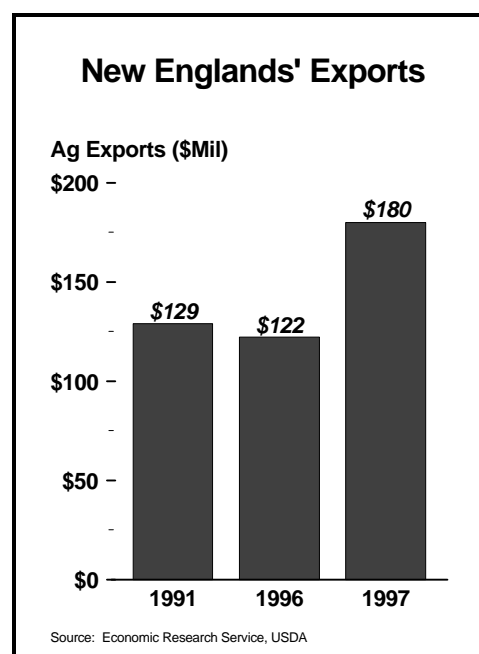
Maine -- \$39 million

Vermont - \$11 million

Rhode Island - \$1 million

New Hampshire - \$1 million

World demand for agricultural, fish, and wood products is increasing, but so is competition among suppliers. If New England industries are to compete successfully for export opportunities in the 21st century, they need *fair trade* and *fair access* to growing global markets.



New England Benefits from Trade Agreements

As a region, New England is already benefitting from a number of trade agreements. While there is still much to be done, examples of new market opportunities include:

- # Under the Uruguay Round, major U.S. trading partners are reducing their tariffs 28% on average for wood products. Under NAFTA, Mexico is eliminating most of its tariffs on logs, softwood lumber, wood moldings, and plywood by 2004.
- # The 1989 U.S.-Canada Free Trade Agreement all but eliminated tariffs on fish and seafood, helping to more than double U.S. exports from \$196 million to \$448 million. NAFTA helps U.S. exporters maintain their position as leading suppliers of fish and seafood products to Mexico.
- # An important apple growing region, New England states benefit under the U.S.-Israel Free Trade Agreement as Israel expands access to its apple market.